

## Program Transfer Guide

**Iowa Lakes Community College**  
**Associate in Applied Science (A.A.S.) in**  
**Sales & Marketing Management**

→ **UIU Bachelor of Science (B.S.) in**  
**Management**

**AUGUST 2015**



ILCC Course			Transfers as UIU Course		
Course Num	Course Name	# Cr	Course Num	Course Name	Requirement Fulfilled
<b>Freshman Fall Semester</b>					
BUS-161	Human Relations	3	---	---	general elective
BUS-175	Business Seminar I	1	---	---	general elective
MKT-140	Principles of Selling	3	---	---	general elective
MKT-142	Consumer Behavior	3	BA 358 *	Consumer Behavior	general elective
MKT-155	Visual Merchandising	4	---	---	general elective
MKT-290	Professionalism: DEX/DECA	1	---	---	general elective
MKT-938	On-The-Job Training	2	---	---	general elective
<b>Freshman Spring Semester</b>					
ACC-111	Intro to Accounting	3	---	---	general elective
MGT-101	Principles of Management	3	BA 210	Management Principles	Business Core
MKT-110	Principles of Marketing	3	BA 208	Marketing Principles	Business Core
MKT-150	Principles of Advertising	3	---	---	general elective
ENG-105	Composition I	3	ENG 101	Basic Composition	Gen Ed Written Comm
MKT-291	Professionalism II: DEX/DECA	1	---	---	general elective
<b>Summer Semester</b>					
BUS-932	Business Practicum	5	---	---	general elective
<b>Sophomore Fall Semester</b>					
CSC-110	Intro to Computers	3	CS 102	Intro to Computer Apps & Tech	Gen Ed Computers
MAT-110	Math for Liberal Arts	3	---	---	general elective
SPC-101	Found's of Oral Communication	3	COMM 105	Public Speaking	Gen Ed Oral Comm
MKT-292	Professionalism III: DEX/DECA	0	---	---	<i>doesn't transfer</i>
MKT-162	Retail Merchandising	3	---	---	general elective
<b>Sophomore Spring Semester</b>					
BIO-105	Intro Biology	4	BIO 100	General Biological Science	Gen Ed Natural Science
ECN-120	Principles of Macroeconomics	3	BA 161	Macroeconomic Principles	Business Core
PHI-105	Intro to Ethics	3	PHIL 202	Contemporary Ethics	Gen Ed Arts/Humanities
POL-111	American National Government	3	PS 100	U.S. Government	Gen Ed Social Science
MKT-293	Professionalism IV: DEX/DECA	0	---	---	<i>doesn't transfer</i>
<i>elective from BCA/BUS/MGT/MKT</i>		3			<i>depends on course taken</i>
		<b>69</b>			

\* Lower division transfer work does not contribute to the upper division credit requirement at UIU.

Courses required at Upper Iowa University for Management major

UIU course		# Cr	Requirement Fulfilled	Transfer
ENG 101	Basic Composition	3	Gen Ed Communication/Written	ENG-105
ENG 102	English Composition II	3	Gen Ed Communication/Written	---
COMM 105	Public Speaking	3	Gen Ed Communication/Oral	SPC-101
CS 102	Intro to Computer Applications & Technology	3	Gen Ed Computer Skills	CSC-110
MATH 105	College Algebra w/ Applications	3	Gen Ed Mathematics	---
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	PHI-105
	<i>any Gen Ed in Arts/Humanities</i>	3	Gen Ed Arts/Humanities	---
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	BIO-105
	<i>any Gen Ed in Natural Science</i>	3	Gen Ed Natural Science	---
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	ECN-120
	<i>any Gen Ed in Social Science</i>	3	Gen Ed Social Science	POL-111
	<i>any Gen Ed in Cultures</i>	3	Gen Ed Cultures	---
ID 301	Critical Thinking	3	Gen Ed Critical Thinking	---
BA 160	Microeconomic Principles	3	Business Core	ECN-120
BA 161	Macroeconomic Principles	3	Business Core	ECN-130
BA 201	Accounting Principles I	3	Business Core	ACC-131
BA 202	Accounting Principles II	3	Business Core	---
BA 208	Marketing Principles	3	Business Core	MKT-110
BA 210	Management Principles	3	Business Core	MGT-101
BA 222	Management Information Systems	3	Business Core	---
BA 225	Business Ethics	3	Business Core	PHI-105
or PHIL 202	Contemporary Ethics	3	Business Core	---
BA 302	Business Law I	3	Business Core	---
BA 341	Corporate Financial Management	3	Business Core	---
BA 356	Quantitative Decisions in Business	3	Business Core	---
MATH 220	Elementary Statistics	3	Business Core	---
BA 317	International Management	3	Major	---
BA 361	Human Resources Management	3	Major	---
BA 423	Production and Operations Management	3	Major	---
BA 454	Management Cases	3	Major	---
BA 460	Strategic Management	3	Major	---
<i>1 of the following:</i>		3	Major	---
BA 362	<i>Supervision</i>			
BA 365	<i>Leadership Theory</i>			
BA 367	<i>Cross-Cultural Leadership</i>			
BA 370	<i>Entrepreneurship &amp; Small Bsns Mgmt</i>			
BA 411	<i>Labor Relations and Negotiation</i>			
BA 415	<i>Cross-Cultural Negotiations</i>			
BA 421	<i>Managerial Cost Accounting</i>			
BA 445	<i>Contemporary Topics in Management</i>			
BA/PSY 474	<i>Organizational Behavior</i>			
PSY 338	<i>Motivation</i>			
PSY 440	<i>Industrial Psychology</i>			
Additional upper division electives *		6		
		48-54		

\* This could be accomplished with courses in the lightly-shaded areas above and reduce the total credits taken at UIU.

Every effort has been made to ensure the accuracy and completeness of this program articulation.  
The office of the Registrar of Upper Iowa University reserves the right

to make corrections, additions, and deletions as necessary.